

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY MADRID IMMEDIATE

C O N F I D E N T I A L STATE 083694

E.O. 11652: GDS

TAGS: US, SP, MASS, EAIR

SUBJECT: COMBAT GRANDE II--MADAC PROPOSAL

REF: STATE 43027

1. REFTTEL INDICATED (PARA 7E) THAT USAF IS PREPARED TO
RELEASE A REQUEST FOR PROPOSAL RFP ON 1 APRIL 78 IF
COMBAT GRANDE EXTENSION (MADAC) IS SELECTED. THE
IMPORTANCE OF A TIMELY DECISION SHOULD BE EMPHASIZED
TO SPANISH AUTHORITIES. WITHOUT EARLY APRIL AUTHORITY
TO PROCEED, USAF MUST REDUCE ITS MANPOWER COMMITMENT
TO THE COMBAT GRANDE PROGRAM OFFICE. OTHER FOREIGN
PROGRAMS PLUS COMPETING USAF PRIORITIES MANDATE THIS MANAGE-
MENT DECISION.

2. NON-DECISION BY GOS WILL NECESSITATE USAF WITHDRAWING
ITS MADAC PROPOSAL FROM THE COMBAT GRANDE II IMPLEMENTING
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AGREEMENT. IF SPANISH SUBSEQUENTLY DECIDE ON MADAC, RE-
INSTATEMENT OF THE WORK WILL BE SUBJECT TO AVAILABILITY
OF USAF MANAGEMENT RESOURCES. FOREIGN MILITARY SALES
(FMS) PROCEDURES WOULD ALWAYS BE OPEN TO THE SPANISH,
BUT THE USAF OFFER WOULD STILL BE SUBJECT TO COMPETING
PRIORITIES AT THE TIME OF ANY GOS REQUEST AND WOULD
PROBABLY COST MORE THAN CURRENTLY ESTIMATED.

3. IF GOS FINAL DECISION NOT POSSIBLE AT THIS TIME, THERE IS AN INTERIM MOVE THEY COULD MAKE. USAF WOULD SUPPORT RELEASING RFP AS BRIEFED IN OCTOBER 77 PLUS NEGOTIATING A FIRM COST/SCHEDULE/TECHNICAL POSITION FOR SPANISH CONSIDERATION AND POSSIBLE SIGNATURE IN DECEMBER 78. SPANISH COSTS FOR THIS OPTION ARE APPROXIMATELY \$250K FOR PROPOSAL PLUS \$75K PER MONTH FOR MITRE TECHNICAL SUPPORT. HOWEVER, IF DECEMBER DECISION IS AFFIRMATIVE, SPANISH WILL HAVE SAVED MADAC ESCALATION COSTS CURRENTLY ESTIMATED AT \$11,000 PER DAY.

4. AT THIS POINT, BEST COURSE OF ACTION SEEMS TO BE:

A. URGE SPANISH FOR A PROMPT DECISION ON MADAC.

B. IF PROSPECTS ARE FOR NO EARLY DECISION FROM SPANISH, INFORM AUTHORITIES OF CONSEQUENCES AS DESCRIBED IN PARAGRAPH 2 ABOVE.

C. IF SPANISH ARE UNCERTAIN, PROPOSE THE INTERIM PLAN OUTLINED IN PARAGRAPH 3. POINT OUT THAT TOTAL COSTS FOR THIS PLAN ARE APPROXIMATELY \$75,000 AND THAT APPROXIMATELY 90 DAYS WILL BE ALLOWED FOR CONTRACTOR RESPONSE AND UP TO 6 MONTHS FOR THE EVALUATIONS AND NEGOTIATIONS. FINAL SPANISH DECISION ON NEGOTIATED POSITION WOULD BE CONFIDENTIAL

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REQUIRED IN NOVEMBER-DECEMBER 78.

5. SECRETARY OF AIR FORCE AND PARTY ARE PREPARED TO DISCUSS THE ABOVE WITH EMBASSY DURING UPCOMING VISIT. COOPER

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